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We Sell Direct to the People at Wholesale Prices.

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CATALOGUE OF THOROUGHBRED

STRAWBERRY PLANTS

1909

E. W. Townsend & Co., Salisbury, Md.

STRAWBERRIES

MYERS, WEIL & CO.

FRUIT and PRODUCE
COMMISSION MERCHANTS

670 Broadway = = = Cleveland, O.

OUR SPECIALTIES

Strawberries	Asparagus
Cucumbers	Tomatoes
Canteloupes	Onions
Peaches	Cabbage
Apples	Watermelons

IRISH AND SWEET POTATOES

REFERENCES
- Central National Bank, Cleveland, O.
- Bradstreet Mercantile Agency.
- The Packer—Kansas City, Chicago, Cincinnati and New York.
- The Produce News—New York, Caicago and Cincinnati.
- The Ohio Farmer, Cleveland, O.
- The Western Fruit Growers, St. Joseph. Mo.
- The Egg Reporter, Waterloo; Ia.

We are Members of
- International Apple Shippers Association of U. S.
- The American Apple Growers Congress.
- Georgia Peach Growers Association.
- New York State Fruit Growers Association.

TO OUR PATRONS

We cheerfully recommend MYERS, WEIL & CO.; we have had considerable dealing with them and always found them prompt and reliable and always get us more money than any house in Cleveland.

E. W. Townsend & Co.,
per E. W. Townsend, Mgr.

....CATALOGUE OF....

Thoroughbred Strawberry Plants And How To Grow Them

A Word to All Growers of Strawberries and Our Many Friends and Customers

Another year has past and we take great pleasure in handling to our many friends and customers our annual Catalogue of Choice Thoroughbred Strawberry Plants, which has been our custom for years. First we want to thank everyone who trusted the orders to us last year, 1908. So generous was the patronage received that it was by far the most prosperous year in our business career. We have sold plants in every state in the union, that it is possible to grow them, and have satisfied customers wherever we have done business. If we should publish the testimonials from our patrons received during the season 1908, it would take two such books as this. This we think unnecessary, as we find our business growing really faster than we can prepare for the increase. Last season we had nearly 100 acres in plants and thought that we would be able to supply our customers and their friends, but before the season was over we were short on over 25 varieties.

We have spared no expense in raising for you the best plants it is possible to grow and no matter what prices others may charge you, they certainly cannot give you better stock. A glimpse at some of our cuts will convince you of this fact. These are all our cuts, photographs having been taken recently from our beds. Our facilities for handling our orders are

better than ever before. All plants will be packed in moss, in a condition that they can be shipped thousands of miles in safty.

We trust and believe that our plants have given such univeral good results during the past season that the coming season will eclipse all previous ones. We have the goods and faculites for handling them. May we have your and your friend's orders?

Our patrons who have been receiving our catalogue regularly for several years will note that we have discontinued many of our varieties of plants. This we believe to be a great benefit to our customers. While we are always trying to better the Strawberry World, we will never hereafter advertise a new variety until we find that it excells all other old varieties in its season. In our list this time will be found three new ones with us, which we have tried to our satisfaction, viz:

Missionary—This is an early berry, that comes from the South;

Superior—This is an early to mid-season variety. (from Delaware.)

Chesapeake—The best late berry grown. We stake our reputation on the Chesapeake.

These varieties have been tried to our satisfaction and our customers will make no mistake in trying them.

While we only recommend in this book three new ones, we have discontinued over 150 varieties—old and new. We do not and will not recommend any plant to our customers that has proved unsatisfactory to us. We also wish to state that our Catalogue may fall in the hands of some who have never been our customers. This is our wish more than anything else, and we wish to advise that you are taking no chances whatever in dealing with us, as we are financially responsible and our plants are shipped under the Inspection Laws of the different states. We solicit your favors and would appreciate a reply from every one that receives our Catalogue, we are

Yours for good Crops,

E. W. TOWNSEND & CO.,

Salisbury, Maryland.

Instructions For Ordering, Etc.

ORDERS—Orders should be sent in just as soon as possible—it is better for you as well as the nurseryman.

TIME OF SHIPMENT—From the time you receive this catalogue until May 1st. Our heaviest shipments are in March and April.

GUARANTEE—We guarantee plants to reach customers in good condition when ordered by mail or express, and taken from office on arrival and opened at once. All orders by freight at owner's risk.

PACKING—We made no extra charge for packing. All plants are delivered f. o. b. train at prices quoted in this catalogue.

TRUE TO NAME—While we are exercise the greatest care to have every plant true to name, and are ready on proper proof, to replace any plants shipped by us that prove to be otherwise free of charge, it is understood and agreed that we will not be held responsible for any sum greater than the cost of the plants that may prove untrue.

CLAIMS—If any, must be made within five days from receipts of goods.

TWENTY-FIVE'S—All plants are tied twenty-five to the bundle.

TERMS—Invariably cash in advance. Remit by Registered Letter, Money Order or Draft.

DO YOU KNOW—Of two or three persons who buy plants who want the best varieties that are grown? If so they are the people we are looking for. Their names and addresses on a postal, or with your order addressed to E. W. Townsend & Co., Salisbury, Md., would serve as an introduction. Please do this for us and we will remember you when we receive your order with one of our Fancy Collections.

Descriptions

EXTRA EARLY VARIETIES.

Climax (Per)—This is still our leader, and not only ours but is grown more extensively by all berry growers in this county than any other and gains more favor every year in the Northern markets. It would cover

The Climax

several pages if we were to tell all the good qualities we know about the Climax and print all the favorable letters received from customers and commission houses. One commission house writes us. "Your Climax are far ahead of Klondyke or any other Dyke. Will sell themselves." Another house in Philadelphia, Pa., writes us: "Gents—Please book us for one hundred crats Climax daily next season, f. o. b. Salisbury. Far ahead of anything ever shipped this market." The Climax is an early berry. Only

a few days later than Excelsior and holds the record for immense productiveness—20,000 quarts to the acre. Entirely free from rust. Foliage very green that stands up well and strong enough to hold its immense crop of berries from the ground. We have seen them in good soil stand fifteen inches high when in bearing. We do not make this claim for them in order to sell the plants, as at the small price we ask for the plants we can realize more from the crop of berries every year than we get out of the plants, but we have something that is good and we want all that have not tried them, to get them from us or some other house that has thoroughbred plants. We have nearly 100 acres of this variety in young plants this season and are preparing for 100 acres more to be set out this spring. We have a contract with a Boston house to take our entire crop of berries of this variety for the next two years—1909 and 1910—at a very nice profit. This will mean over $50,000 business each year with one Commission House.

Missionary (Per)—This is a berry that was recommended to us very highly while in Virginia a few years ago. It seems to be a leader there for sure and we have no doubt that it will prove very profitable in all Southern States. The Missionary is a great plant maker. Plants medium large and berries of a medium large size, with a very good flavor, for an extra early berry. We have been booking orders from Virginia all the year, and while we have from 1,000,000 to 1,500,000 plants, we expect to sell out—every one.

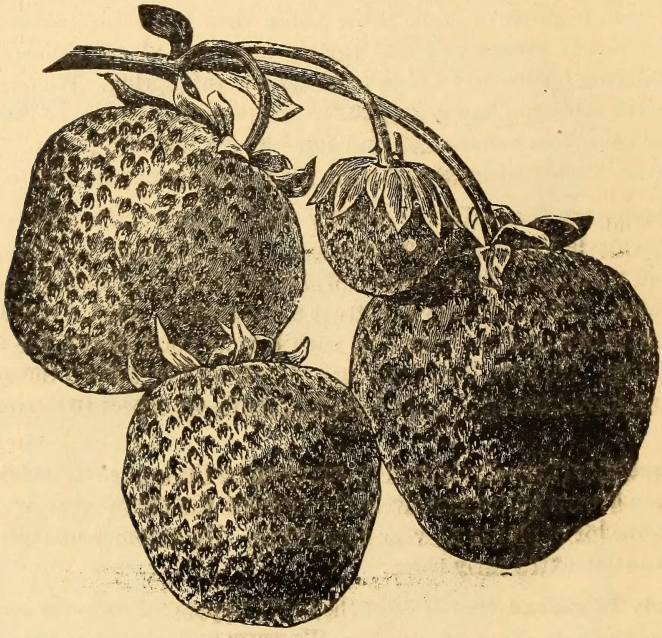
Excelsior (Per)—Is claimed by many to be the best early berry grown. Has been grown quite extensively throughout the strawberry world. We have a fine lot of plants at very low prices. We recommend them to all that want an extra early berry.

Lady Townsend (Per)—One of the best shippers for an extra early berry we have everseen. Very productive. We grew and fruited it here the past season with a yield of 10,000 quarts to the acre. We offered a gold prize in our catalogue last season and have received over 50 different named varieties in reply to the same. We hope we have got something better but doubt it very much. It will grow anywhere any other berry will grow. Size, the largest extra early berry we ever saw. No end to making plants, for that reason our price will be cheap.

EARLY VARIETIES.

Superior (Per)—This berry comes from Delaware and it is one of the leading shipping berries in that State. That is saying a great deal for any

variety and it is hardly necessary to say more. We have grown it here, with 10,000 quarts to the acre. The Superior does not run down in size like many other berries and when it comes in quality, we will put it against any berry grown. We advise every one that receives this catalogue to send us a order for at least a few hundred of this grand variety and if you are not satisfied after growing the crop, we will refund the money without a question. Plants large and makes a plenty of them. We believe the berry would ship from Florida to Boston without ice in perfect safety.



The Lady Townsend

Warfield (Imp)—Another good mid season berry. Variety too well known to need any description.

Salisbury—This berry comes from N. C., seedling from Klondyke, Hoffman and Dixie Belle. We have fruited this berry for two seasons and it is claimed by many to be the best early berry they had ever seen. Plants are vigorous, free from rust. Berries rich dark red through, and very hard and firm, in fact we have never seen a better shipper, and from what we have seen of it we believe that it will do well on any soil.

Oaks Early (Per)—This is one of Maryland's best early berries and is a good all around berry. We could say thousands of good things about it. We have 10 acres of this in young plants.

Red Bird (Imp)—We quote discription given by orginator, and recommend all that he says of it to be true :—

"This is a valuable new early berry which first attracted my attention in Mississippi. It was highly recommended to me, and I was induced to set a few plants, and was satisfied from the first that they made a very rank growth of as healthy and vigorous plants as I ever saw. I paid no special attention to it until it came in fruit the past season. It ripened with the Excelsior. By this I do not mean a day or two later, but I mean equally as early. It is twice as productive, and when I say this I mean it will bear two quarts where the Excelsior will bear one. It is highly colored, not quite so dark as the Excelsior, and makes a better showing. The berries average larger and hold up better. I consider it away ahead of that good old standard market sort. I was so well pleased with it when we made the first picking that I telephoned to a friend of mine who lives 80 miles away by rail, to come at once and see it. He did so, and he told me within five minutes after he had seen it that he wanted 50,000 plants sure.

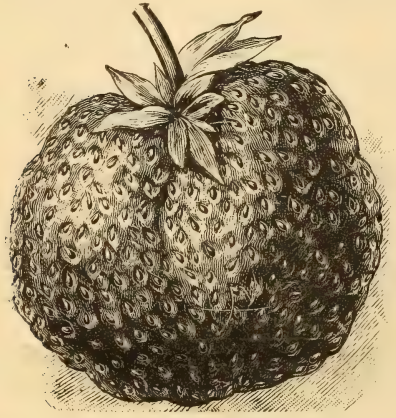
"The berry is very tart, and would not be considered very good eating without plenty of sugar, but as a first early shipping berry, so far as I know of, it has no equal. This is not a long description, but it gives you the facts as I have seen it, and as the berries have done for me. After filling the order spoken of I will have probably 75,000 plants for sale, which I do not expect will be enough to last me through the season. However, those who order first will get them in rotation as long as my stock lasts."

MEDIUM VARIETIES.

Parsons' Beauty (Per)—Produces remarkable yields of bright-red berries of delicious and mild flavor, which is retained after being cooked. Few varieties equal it for canning purposes. Its seeds stand out upon the surface of the fruit more prominently than is the case with any other variety we ever have seen, making a striking effect indeed and one which never fails to attract favorable attention on the market. The calyx is rather bushy and the stem is heavy. The foliage is upright in form with a rather dark-green and leathery leaf. It is one of the best pollenizers of its season, the bloom being extra large and exceedingly rich. The plant makes very long runners. This variety is of universal popularity, suc-

ceeding in all soils and under all climatic conditions. We have had it under our methods of selection for six years and it is making such a fine record that we heartily recommend it to all growers.

Klondyke (Per)—This is getting to be one of the most popular of the early market varieties. One prominent grower in Ohio says: "This is a good old variety. The plants are only medium size, but very productive. Like Gandy, it produces some pistillate blossoms early in the season. The fruit is large, obtusely conical, smooth red, firm and of good quality." Another grower in Mississippi says: "I have fifty acres of this variety alone. It leads all other varieties as a great market berry in this part of the country. Staton & Co., who operate in this county, and who have large quantities of strawberries grown by contract, have been growing more or less Klondyke for several years. It has paid them very well and they have 400 acres now. They consider it one of the very best market varieties. Other large growers are also planting heavily of it. I find it very satisfactory. It makes a good crop of well-colored, firm, large berries such as ship well and bring the top of the market. It makes a fine growth, being no trouble to get a good stand, and, in fact, is one of the best early berries I know of."



The Klondyke

We have a large stock of very fine plants at reasonable prices.

Haverland (Imp)—A very good mid-season variety, good shipper, and has worked its way to the top of the ladder on its merits.

New York (Per)—We give originator's description: "This a native of New York State, and was orginated by Miss Yates, of Tompkins County. The berries are very large, some rather pointed, while others are thick and broad. The color is blood red, with a shiny surface. It is a strictly fancy berry and a prize winner, just the kind to make the grower famous in his local market and give him the best trade. Small, inferior berries have no show by the side of the New York, no matter how cheap they are. It is very prolific, bears through a long season but it does not matter how fast they ripen, there are always more eager buyers than can be supplied. Its

excellent qualities and wonderful productiveness make it very profitable to grow either for shipping or home trade. The cap is large and stands up prominently; the foliage is light green and a luxuriant grower, with an extra large, glossy-surfaced leaf. The plant is one of the largest and healthiest on the place, equaling in this respect the Marshall. The New York has been grown on light soil and on stiff clay with splendid results in both cases. It is a seedling of the Bubach and Jessie. Since its introduction it has become very popular, and there is a large demand for the plants all over the country, and it sometimes puzzles me to grow enough plants to supply the trade. I have had the New York sell on the Philadelphia market for 13 cents when other varieties were a drug at 6 and 8."

Peace Maker (Per)—This is our first introduction on the market of this variety. Seems to be at the top of the middle varieties. Berries firm, good quality and size. 10 to 12 fill quart.

Lady Thompson No. 2 (Per)—Originated by Mark T. Thompson, near Richmond, Va. This variety has made a vigorous, healthy growth here, and its firm, dark green foliage makes a beautiful showing. The originator describes it thus: "Large size, beautiful color, having the appearance of being varnished, large double cap like the Gandy; very productive, and bears through a long season; very richest and best quality, and one of the best shippers, having a tough skin and not easily broken by handling. It retains its beautiful dark green foliage all through the season without a spot of rust, and has a perfect blossom."

Imp. Lady Thompson (Per)—This is a great Southern berry, and is grown by the thousand acres in the great strawberry sections of North Carolina, and especially at Chadbourn, where there is probably more strawberries grown than in any other single place in the world, fully nine-tenths of the acreage of this place is Lady Thompson, and so far they have found nothing to equal it. It makes strong, healthy plants that produce large crops with medium large, firm berries. This variety is especially adapted to the South, but is grown to some extent in other sections. It is a good one for California and the Bermuda Islands. We have greatly improved on the Lady Thompson in the last five years, and would advise all of our southern friends to buy of us.

Senator Dunlap (Per)—The Dunlap is one of those healthy plants which, if given half a chance, will look out for itself anywhere you plant it. It is one of those varieties that a beginner may depend on. The berry resembles the Warfield in shape and color, and ripens about the same time

in fact it is taking the place of Warfield with the largest growers for various reasons. It has a perfect blossom and is a better berry, better able to resist drought and less liable to be injured by continued rainy weather during the picking season, and with us it averages quite a little larger than the Warfield in size. The foliage is tall, dark green, upright, with a long leaf, and has more than the ordinary power of developing a heavy crown system. It has an extra long flowering season; the bloom is handsome and exceedingly rich with pollen, which makes it very valuable to plant with such pistillate kinds as ripen in its season. Another redeeming feature is its long roots, which go down to the subsoil for moisture. A severe drough seems to have less effect upon this berry than on many otherwise valuable varieties. It is really difficult to describe all of its good points. The fruit is dark red with a glossy finish, shading to a deep scarlet on the under side, with prominent yellow seed that look like gold embeded in highly-colored wax. The meat is bright red all through and is exceedingly juicy. The past season I fruited quite a plot that bore a wonderful crop of berries. We can furnish 2,000,000 thoroughbred plants at reasonable prices.

Cooper (Per)—We quote Samuel Cooper, Deleran, N. Y: "It is a seeding of the Pan-Amerian. It is not a Fall-bearing variety. The plants stand about one foot high at fruiting time and grows very erect so that the fruit can be easily seen simply by pushing the foliage one side. Fruit stems are about six to eight inches long. It makes plants freely and if set five feet apart in the row in the spring, will make a fine hedge row by turning the runners in line. It does best to have the row not over 6 inches wide, making it easy to cultivate and keep the weeds down. It is a staminate; season medium to late. It yielded at the rate of 8,000 quarts to the acre of plants set in April.

Some reasons why you should try them:—

First, It is good size.

Second, It is perfect shape.

Third, The color is red clear through.

Fourth, It is the best shipper I ever saw.

Fifth, It is the best flavored berry I ever tasted.

Sixth, It is the best canning berry I ever saw.

Seventh, All in all, it is the best berry I ever saw."

LATE VARIETIES.

Gandy (Per)—Too well known to need any extended description. This is the standard late variety all over the country, by which all other late varieties are compared. It should be planted in black swamp land if possible, otherwise in clay land or medium land of the springy nature, never on dry, sandy land. I have an excellent crop of very fine plants this season, which I think will please the most exacting. I shall be pleased to have your order.

Section of a Row of Climax

Chesapeake (Per)—The king of late varieties. Within a few years we predict that it will be as popular as the Climax is now popular with the growers of early varieties.

The Chesapeake was originated in this county, near the Chesapeake Bay, from which it derives its name, and we truly think that the growers of Wicomico county, Md., have originated three of the best varieties ever

given to the public; first—the Climax extra early; second—the Parson's Beauty, medium; third—the Chesapeake, the best and latest berry yet seen. We have a nice lot of these Chesapeake's—500,000 or over—and our price will be $4.00 per 1,000 in thousand lots. We advise each of our customers to order at least one thousand of them, if they have the room to spare, and to order them early, as our local customers will probably need the the greater part of our supply. We quote discription given by W. F. Allen, who first offered them for sale:

"This new berry was first offered by me in very small quantities in 1905. It was originated almost in sight of the Chesapeake Bay, from which it takes its name. It is one of the results of the $100 prize offer which I have been making several years for the best dozen plants. This variety easily took the premium, although there were over a hundred in competition with it, many of which were really good. This variety is as late as the Gandy and more productive; furthermore, it will thrive and bear an elegant crop on soil entirely too light to produce good Gandy berries. It is equal to the Gandy in size, surperior to it in firmness and shipping qualities, and in eating qualities the Gandy is no comparison. In flavor it ranks with William Belt, Burnettee and others of that class. Therefore, in the Chesapeake we have attained to a greater degree than in any other variety three of the strongest points that go to make up a valuable commercial berry—these are firmness, quality and lateness. When these good points are added to the fact that it is of uniformly large size, very attractive in appearance and being one the most healthy and vigorous growers, puts it nearer perfection than has yet been reached by any other berry, and I can conscientiously say that if it succeeds in other sections as it does here it is the best strawberry in the world today. I fruited over two acres the past season and the berries were mostly all shipped to Bosion, with the exception of a few sample crates to New York. In every instance they brought the top market price, selling one week straight at seventeen cents, which was from two to three cents more than the best Gandy berries were bringing at the same time. Everyone who saw it, both growers and dealers in the fruit, were very enthusiastic. The plant is a strong, upright grower with thick, leathery and very dark green foliage; leaves are almost round and entirely free from rust. The stems or fruit stalks are upright and unusually strong, holding almost the entire crop from the ground. This variety, in addition to its other good qualities, is unusually easy to pick, and therefore very attractive to pickers, making it easier to get them handled than any other variety. Two of my boys the past season, one 13 years old,

picked 201 quarts in one day, and the other, 11 years old, picked 128 quarts, and this in a patch that had no special care above the ordinary field culture, that were grown in soil of only moderate fertility and no fertilizer whatever.

"One large operator at this place, who has several hundred acres grown for him on contract every year, who has been planting large quantities of Gandy heretofore, has been watching the Chesapeake very closely and says he will use it in the future altogether instead of the Gandy.

"The plants are still very scarce and the price somewhat higher than most varieties in third year, and yet I doubt very much that it will be possible to fill all the orders, as I shall need 250,000 for my own individual use. I advise all my customers to endeavor to get a few plants, if only a

MARYLAND

STATE HORTICULTURAL DEPARTMENT
DEPARTMENTS OF ENTOMOLOGY AND VEGETABLE PATHOLOGY
MARYLAND AGRICULTURAL COLLEGE AND EXPERIMENT STATION

R. W. SILVESTER
PRES. MARYLAND AGRICULTURAL COLLEGE
PROF. T. B. SYMONS
STATE ENTOMOLOGIST
PROF. J. B. S. NORTON
STATE PATHOLOGIST

CERTIFICATE OF NURSERY INSPECTION

No. 27.—

To Whom It May Concern:

THIS IS TO CERTIFY, That on the 3 day of September 1909 I examined the Nursery Stock of C. W. Townsend & Co. growing in their nurseries at Salisbury County of Wicomico State of Maryland, in accordance with the laws of Maryland 1898, CHAPTER 289, SECTION 58, and that said nurseries and premises are apparently free, so far as can be determined by inspection, from the San Jose Scale, Peach Yellows, Peach Blight and other dangerously injurious insect pests and plant diseases.

This certificate is withheld after August 1st 1909 and does not exclude nursery stock not grown within this State, unless such stock is previously covered by certificate and accepted by the State Entomologist and State Pathologist.

Thomas B. Symons
State Entomologist

College Park, Md. Sept. 8th 1909
J. B. Norton
State Pathologist

If you want something to help you out in your troubles use the slips enclosed and subscribe for the FARM JOURNAL and RURAL NEW YORKER. They will help you every week. Send direct to publishers.

hundred, as I know you will be pleased with them. Those who procured it last season are very fortunate indeed. It is one of the few new varieties that has come to stay, and in a very short time will be a standard all over the country."

Aroma (Per)—A late variety, which seems to have its greatest popularity in the Middle West. It is very firm and solid, making it an excellent shipper. As compared with the Gandy, it is about the same season, about the same size, and about the same in productiveness. Quality is good.

Stevens' Late Champion (Per)—A very promising late variety of Gandy type, and is claimed to be more productive. The past season the de-

mand for plants left me without any whatever to fruit, and I have not yet been able to fruit the Steven's Late Champion. I heard so many great things about this berry at the New Jersey State Horticultural Society that I planted much more of it than I would otherwise have done. It is said to yield large crops of large, beautiful berries that ship well late in the season after most of the other varities have ripened and gone. It is evidently a decendant of the grand old Gandy, but it is a much better grower and will thrive better on a greater variety of soils. Last year we only had a moderate supply of plants, but this year I have an exceptionlly fine stock, and will be in a position to handle all orders, large or small. I have just returned from a trip in Connecticut and I find a great many of this variety growing, and it seems to be giving general satisfaction. It is one of the finest growers we have, and I find that it is a safe berry to plant for local market; do not advise it where it has to be shipped long distances.

Hummer (Per)—A berry that is second in size and in quality to but few, and one variety that it is a hard job for us to get enough plants to go around with. Last season every plant was booked by February 15th.

We quote the originator's decrirtion:

Kalamazoo County; Mich., Jan. 21, 1906.

Dear Sir—"On my grounds is a new strawberry that is a 'Hummer.' Understand me, while I am not its originator, it has been grown for several years by a man who lived about ten miles from here. He always refused to sell plants, notwithstanding as high as $2.00 were offered for them but two or three years ago he sold by mistake for Sharpless. After he found out he tried to induce the man to dig them up, but the buyer mistrusted what he had recieved and said he thought those would do. We growers have not been able to compete with said berry in Battle Creek market. One of the merchants had its exclusive sale and shipped it as a fancy berry to Kalamazoo, Jackson, Lansing, etc. The original owner has sold out and removed to the West. I know of but one besides myself that has this variety. He is an old man from whom I got my plants, I do not believe the introducer has it. It is my opinion that it is an English berry, because the man above alluded to is an Englishman. The originrtor being out o the field and out of the business, I feel at liberty to let you have some of the plants. Yours truly,

JOHN KOOLVORD.

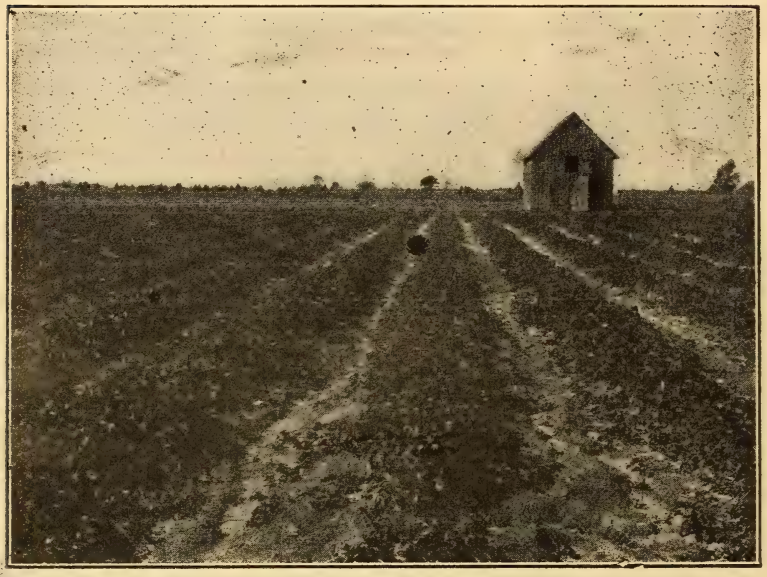
Parks Earle (Per)—A very good late variety. Originated in this county Resembles Chesapeake, only imperfect bloom.

Cardinal (Imp)—Every since the orignation of the Cardinal, we have read of its remarkable productivenees and strong qualities with great interest, and, we confess, we were somewhat of a doubting Thomas. We hardly believed it possible that any variety could be as good as the Cardinal was said to be. Before offering any of the plants for sale to our friends we decided to make a thorough test of this variety, and so planted them in our experimental beds, mating them with Stevens' Late Champion. From the time the plants were set we watched their development closely, and their large dark-green and glossy foliage convinced us that they possessed

200 Acres of Planes as Good as the Above Cut

extraordinary power as foliage makers. When the plants came into bloom the massive foliage was almost hidden by the white flowers, and notwithstanding the fact that we had numerous severe frosts while they were in full bloom, we failed to discover a blossom that had been affected by the frost. But when the fruit began to ripen we knew then that half had never been told of the virtue of the Cardinal. The fruit grows in clusters like cherries, the berries are very large, of a deep cardinal-red, with very dark flesh; have a delicious flavor and will stand shipping well. Every experiment station in the country where Cardinal has been tested has reported it

as the best. It is doubtless one of the greatest late pistillate ever originated. We have given the Cardinal a thorough trial and find it an ideal berry in every respect. As we have said, the foliage is exceedingly large, has tough leaf-tissues and is not susceptible to leaf spot. It makes long strong runners, and if the plants are set three feet apart in the row they will easily fill in the row, for single-hedge, double-hedge or narrow-matted row system. It has a long season of ripening and is exceedingly productive.



A Field of Climax Plants

The Number of Plants Required

Number of plants to set one acre of land is given herewith in various arrangements;

Rows 24 in. apart and 20 in. in the row,	13,160
Rows 30 in. apart and 24 in. in the row,	8,712
Rows 30 in. apart and 30 in. in the row,	6,970
Rows 30 in. apart and 36 in. in the row,	5,808
Rows 34 in. apart and 30 in. in the row,	6,150
Rows 36 in. apart and 30 in. in the row,	5,808
Rows 36 in. apart and 24 in. in the row,	7,275
Rows 42 in. apart and 24 in. in the row,	6,232
Rows 42 in. apart and 20 in. in the row,	7,468
Rows 48 in. apart and 30 in. in the row,	6,534

Plant Collections

Collection A—To small gardners, Just write us enclosing a dollar bill and say, "Send me your Collection A." I will send you 200 plants that will make all the berries your family can use for 6 or 7 weeks. Our own selection—earliest to the latest. Charges prepaid.

Collection No. 1—Purchaser to pay charges. 50 Missionery, 50 Parsons Beauty, 50 Stevens Late Champion, 50 Senator Dunlap, 50 Superior, 50 Oak Early for $1.00.

Collection No. 2—Purchaser to pay charges. 50 Superior, 50 New York, 50 Aroma, 50 Lady Townsend, 50 Haverland, 50 Excelsior for $1.50.

Collection No 3—Purchaser to pay charges. 100 Red Bird, 100 Senator Dunlap, 100 Haverland, 100 Cardinal, 100 Salisbury, 100 Klondyke, 100 New Home, 100 Climax, 100 Oaks Early, 100 Excelsior for $2.00

Collection No. 4—Purchaser to pay charges. Enough for one-half acre, 4 feet by 18 inches. 1,000 Parsons Beauty, 1,000 Klondyke, 1,000 Oak Early for $6.00.

Collection No. 5—Purchaser to pay charges. Enough for one acre. Good market varieties for shipping. Early to late. 1,000 Klondyke, 1,000 General Grant, 1,000 New Home, 1,000, Haverland, 1,000 Oak Early, 1,000 Climax, 1,000 Aroma $12.50.

Collection No. 6—Purchaser to pay charges. Enough for two acres, 2,000 Klondyke, 2,000 Lady Townsend, 2,000 Parsons Beauty, 2,000 Aroma, 2,000 Salisbury, 2,000 Climax for $25.00. We would recommend this collection particularly to any grower that desire to set out this number of acres, as the varieties are from the earliest to the latest. Will give you fruit from 6 to 7 weeks.

Collection No 7—We will send you 7,000 plants, 20 different varieties—early to late—enough for one acre, our own choice, for $10.00. This we claim to be our best collection and one which we expect to do a great amount of business. Using our own judgement in the selection and should you be disappointed after fruiting them, we will cheerfully refund your money.

Postively no changes can be made in any of these collections. When ordering just give number of collection.

References—Salisbury Building Loan & Banking Association, Agent Adams Express Company, Agent N. Y., P. & N. R. R., Postmaster, or any business man of Salisbury, Md., Dunn's Commercial Agency.

Particular Notice—Our plants are A No. 1 in every respect. Boxed and packed by experience workmen. If you will compare our price list with others you will find us as cheap as the cheapest. This is our business—growing plants—and we are compelled to increase our acreage every year. This year we have over 200 acres in plants and will set out 200 acres this coming spring. We know of no crop that paid as well as strawberries the past year and we would recommend that all truckers grow at least a few strawberries. The Lord might have made a better fruit but He didn't.

The Family Strawberry Patch

We have been talking strawberries for the family for a good many years. It has given us no little pleasure to know that we have encouraged hundreds of our good friends to engage in the work of establishing a family patch and to be told that great success and satisfaction have followed. It is becoming true in many sections where the influence of previous editions of this book has permeated that about preserved in myraid delicious ways, while those who declare it too much trouble or too great a cost to grow them, have two or three little stingy messes a year.

Now what is it going to be with you—just enough to say you have tasted strawberries or all you can eat of the very choicest the whole year? Did we understand you to say that it was going to be all the big, juicy fellows you could hold from this time on? Well, thank you for the decision. Please send your order in early for the plants so we can reserve them for you and they can be shipped at the best time to set them out in your locality.

No doubt there are some people who would like to have a family patch of strawberries but are in doubt as to the varieties that would best suit their particular situation as to soil, climate, etc. If you will simply send to us an estimate of the amount of money you wish to expend in plants, we shall be glad to make you a selection that will exactly fill your requirements.

The Townsend Way To Grow Big Crops

Involves several essential features which we shall in this book describe and explain in such a way as to make it possible for every reader to comprehend and put into actual practice:

First. Plants of high fruiting power fitted by selection and breeding to develop and ripen great crops of strawberries of high quality and quantity.

Second. Carefully prepared soil that shall be in every way capable of fulfilling the demands of such plants.

Third. Intelligent cultural methods under which both plants and soil shall be made to do their very best and render success certain.

Fourth. Picking, grading, packing and marketing the strawberries in such a way as to win the confidence of the consuming public and command the top price—the price that insures profit and prosperity.

All of the details of plant production the above suggests are faithfully carried out in actual practice on the Townsend Farms, and everything is done in the right way and at the proper time. This book, then, is not merely a theoretical treatise on strawberry culture, but is written after long practical experience; and its mission is to tell you just how you may make the Townsend way your way so that you, too, may achieve a noble success in the most delightful and profitable occupation of strawberry producton.

And in writing this book it has not been our purpose to make it large as to the number of its pages, but a great book and an invaluable one to our friends because of the knowledge it imparts concerning all that relates to the science of strawberry production. It has been said that this book is worth it weight in gold, but the grower who will study it pages with care and put its teachings into actual practice, will find it worth far greater than that.

There is no mistery in strawberry production: no wizard of horticulture may wave a magic wand and bring to hand broad fields of ripened deliciousness. It is a simple matter to become a successful, money making strawberry grower—when you know how. A knowledge of nature's simple ways and gumption are the chief requisites; and we shall tell you not only how to grow big crops of fancy berries, but how to get big prices for them and build up a reputation for quality that will keep your berries in constant and growing demand. And we purpose telling it in language so plain that any one can take up the work with perfect assurance of winning out. One grower says: Strawberry growing is not only a profitable business—it is a delightfully pleasant occupation as well. But viewed from the profit side alone, experience has demonstrated beyond the shadow of a doubt that more money may be realized from one acre of land when set to well-developed strawberry plants than from any other line of production. And if any strawberry grower is finding his work unprofitable something is wrong with his way of doing things. Either he is trying to do business with what he is pleased to call economy, and using an inferior quality of plants, or he is neglecting to give his plants such intelligent treatment as success demands.

There is a vast difference between economy and penuriousness, and nowhere else may it be more clearly seen than in strawberry production. Strong, vigorous plants, set in well-prepared soil, and given good care, represent economy of the first order, while weak, stunted plants, set in poorly prepared soil, and

given indifferent care, is the order of "saving that wasteth."

Let us look this question squarely in the face: To be sure, one will pay out in cash a little more for the plants of highest quality than he will for the common plants, but what of that when he knows that the better plants will yield twice as big a crop of fruit which will be perfect in every respect? It isn't the lowest-priced plant that is the cheapest, by any means. It is the plant that is strong in its fruit-producing organism, and will yield the largest number of quarts of fancy berries per acre—and these are the only to which you can afford to give up your land and labor. In a word, common plants are costly at any price, even though your neighbor furnish them free for the digging. Keep this thought in mind: the express, freight or postage will be as much on a bill of cheap, unfruitful plants as it will be upon the highest quality plants grown; it will require the same area of land and the same quantity of fertilizer to enrich the soil; the same amount of labor must be expended in preparing the ground and in cultivating and hoeing the plants; the same amount of mulching will be required to cover them in winter. But the weak and cheap plants will not require one-half the number of quart boxes and crates to hold the fruit—the only saving effects in using commonly grown plants is in boxes, crates and picking expense. This, you will agree, is not the sort of saving that will please him, for it represents seriousloss, perhaps complete failure

The Kind of Plants to Set

As we are to consider the several factors that enter into successful strawberry production, we shall begin with the most important—the kind of plants to set. The Thoroughbred plants described in this book are scientifically selected from ideal mother plants of known fruiting vigor. They are grown under the most favorable conditions. The soil is prepared one year in advance by growing one leguminous crop, which is turned under in the fall, when a cover crop is sown, which is covered with rich barnyard manure, the whole being plowed under and mixed with the soil the following spring. This treatment fills the soil with humus, making it rich and spongy, and capable of holding large quantities of moisture; it also fills the soil with the richest of plant foods. Thus the plants are kept in a highly vigorous condition, growing from the day they are set until dug without interruption or backset of any kind, and producing a plant with a strong root system, with all its roots starting direct from the crown or body of the plant. The crowns of these plants are perfectly developed and stored full of vitality, which sustains the life and vigor of the plant until they take firm hold upon the soil in which they are to fruit.

Before setting plants it is best to prune the roots back about one-third. Cutting off the ends of the roots causes them to callous and they will send out numerous feeders and will make a much stronger root system than could be made if the roots were not prunded. And shortening the roots makes it easier to set the plants. In doing this pruning you simply take a pair of shears or a sharp knife and cut about two inches off the lower end of the roots. A full bunch of twenty-five plants may be pruned at one cutting.

Use a Patent Weeder

Another important result of proper cultivation of the soil is in the loosening of it up in such a way as to leave small air spaces between the soil grains, the result of which is to furnish air to the bacterial germs so they may well perform their work of transforming the raw materials in the soil into an available form as plant food. The more uniformly these microbe organisms perform their part of the work, the more vigorously will the plants grow. Before describing more definitely the way to cultivate we shall enumerate its several advantages.

1. It prevents the formation of crust on the surfact of the soil.

2. It creates and maintains a blanket of dust over the surface of the ground, retains moisture in the soil and keeps its temperature at a normal degree.

3. It enables bacteria to secure ample quantities of air.

4. It destroys weed seed while in the germinating stage; and this, by the way, is the best time to kill all obnoxious growths,

5. It mixes the fertilizer with the soil, so that the bacterial germs may work up the fertilizer into available forms of plant food.

6. It keeps the strawberry runners from overflowing into the space between the rows.

The plants should be cultivated after each rain, as soon as the soil is dry enough to crumble, and should it remain dry the cultivation should be repeated every eight or ten days, thus replacing the old dust mulch with a new dust mulch.

When the plants become large and begin to spread out it is a good plan to have the cultivator teeth that run next to the plants about two inches shorter than the other teeth. When arranged in this way the teeth will go deeply enough to break the crust near the plants without cutting any of the roots of the plant. About twice each month a five tooth cultivator should be run through the center of the space between the rows. It may go four or five inches deep and will loosen up the soil where the horse has tramped it down while doing the shallow cultivation. The work of cultivating is easy and inexpensive. One man and horse easily may cultivate four acres of strawberry plants a day.

As we have said, cultivation is a prime essential to success. To neglect cultivation is an invitation to failure. The more thoroughly this work is done, the larger the results are sure to be, and it may truly be said that the cultivator is one of the strawberry grower's best friends.

Strawberry Checks or Tickets, $1.25 Per 1000, Postage Prepaid

We have made arrangements with the James E. Byrd Printing Company, of Salisbury, Maryland, and the printers of this Catalogue, whereby any of our customers and friends can secure for the small amount of $1.25 per thousand any quantity of Strawberry Checks they may desire, postage or express prepaid. Good quality cardboard, eight different colors, will be used. You can send orders direct or include same in your order for plants, and we will guarantee same will have prompt attention. No order for less than 1000. Cash must accompany all orders. We have personally known the members of the above firm for a number of years and cheerfully recommend them. We are sure if you intrust your order for Strawberry Checks or for Printing of any kind, in their hands you will receive fair treatment. Send in your order at once for Checks or any other Printing.

PRICE LIST
FOR FALL, 1908, AND SPRING, 1909

Read Carefully Before Making Out Your Order

When 500 or more plants of one variety are ordered we give thousand rates on that variety; but we do not permit customers to combine several varieties to make the number of plants 500 in order to secure thousand rates. We leave nothing undone in order to grow the best plants possible, and the prices quoted are the lowest at which they can be furnished. When plants are to be sent by mail, add at the rate of 25 cents per hundred plants to the list prices given, and if plants are to be sent to Canada add at the rate of 50 cents per hundred. No orders accepted for less than one dollar. Be very careful to get the prices right.

Complete Catalogue of Strawberry Plants free. Will be mailed to you January 1st. Ten per cent. discount on all orders received before December 20th, 1908. Liberal discount on all orders of $25.00 or over.

Varieties	25 Plants.	50 Plants.	100 Plants.	500 Plants.	1000 Plants.	5000 Plants.
Extra Early						
Per. **CLIMAX**	$0.25	$0.40	$0.60	$1.25	$2.50	$12.00
Per. Missionary	.25	.30	.50	1.00	2.00	9.00
Per. Excellsior	.25	.30	.50	1.00	2.00	9.00
Per. Lady Townsend	.25	.40	.60	1.25	2.50	12.00
Early						
Per. Superior	.25	.35	.65	1.00	2.00	9.00
Imp. Warfield	.25	.40	.65	1.25	2.50	12.00
Imp. Salisbury	.25	.40	.60	1.00	2.00	9.00
Per. Oaks	.25	.40	.60	1.00	2.00	9.00
Imp. Red Bird	.25	.40	.60	1.00	2.00	9.00
Medium						
Per. Lady Thompson	.25	.40	.60	1.00	2.00	9.00
Per. Parsons Beauties	.25	.40	.60	1.00	2.00	9.00
Per. Klondyke	.25	.40	.50	.90	1.80	8.50
Imp. Havarland	.25	.40	.60	1.00	2.00	9.00
Per. New York	.25	.40	.60	2.00	.....	.....
Per. Peace Maker	.25	.40	.60	2.00	.....	.....
Per. Tompson, No. 2	.25	.40	.60	1.25	2.50	10.00
Per. Dunlap	.25	.40	.60	1.25	2.50	10.50
Per. Cooper	.50	1.00	1.75	.....	.....	.....
Late						
Per. Gandy	.25	.50	.75	1.50	3.00	12.00
Per. Chesapeake	.25	.50	.80	2.00	4.00	.....
Per. Aroma	.25	.50	.80	2.00	4.00	.....
Per. Stevens Late	.25	.50	.75	1.50	3.00	.....
Per. Hummer	.25	.50	.75	1.50	3.00	.....
Per. Parks Earle	.25	.50	.80	2.00	4.00	.....
Imp. Cardinal	.50	1.00	1.50	3.00	.....	.....

Early in the season we usually have in stock everything listed in this catalogue, but late in the season we frequettly run out of some of the varieties, therefore when you order late please state whether we shall substitute something equally as good, and as near like the variety ordered as possible, or return your money for any stock we may be out of.

IMPORTANT NOTICE

NOTE:—We have discontinued a great many of the different varieties that are being advertised throughout the country as good, better and best. Those kinds that we find unprofirable to grow for market ourselves we have desided not to grow and advertise to "stick" our friends with. We have picked from a list of 200 varieties, 25 different kinds of which we are satisfied to stake our reputation on, and let the other fellows hollow up the other 175 good, better and best. We have been growing berries for a number of years and have found there is nothing like starting right in in the start. Had we known as much when we commenced as we know today, we would be thousands of dollars better off now.

This experience we are offering to the public and our many friends and customers. In dealing with us you take no chance. We are financially responsible and we promise a square deal to every customers. Our business reaches in every state in the union that fruit can be grown in, in almost all the southern Islands and Canada. We have hundreds of fine complementry letters that we have received from all over the country and still receiving them every day, but will not take up the space to publish them and charge the account up to our patrons.

Our plants are inspected each year by the State Entomologist and each package bears the Certificate of Inspection, also a Certificate of Fumigation. We guarantee every plant to be good when they leave us and should prove entirely satisfactory when taken from the express office promptly on arrival.

E. W. Townsend & Co.

E. W. TOWNSEND, Manager

GROWERS OF

THOROUGHBRED STRAWBERRY PLANTS

SALISBURY, MARYLAND

H. L. BROOKS SHIPPING E. E.DURKEE

NO. 265

When Shipping Your

STRAWBERRIES

To NEW YORK Don't Forget

BROOKS & DURKEE

WHOLESALE COMMISSION MERCHANTS

For All Kinds of Fruit and Produce

312 Washington St. - New York City

If we are not represented at your shipping point, write us at once for a shipping outfit. We are headquarters for Country Produce. Our outlet is unsurpassed by no one in New York Market. We handle Strawberries from Florida to Maine. Our shippers are the largest and most prosperous growers in the country.

We solicit your correspondence as well as your shipments, and would be pleased to have you call and see us when in our city. We do a strictly commission business and guarantee every shipper a **SQUARE DEAL.**

REEERENCES:

Irving National Exchange Bank. Carnegie Trust Co.
Produce Reporter Co. Mercantile Agencies.

TELEPHONE 5192 WORTH

Codes==Bakers Economy

We recommend BROOKS & DURKEE to all our customers. We have known them for years, and give them the bulk of our New York shipments every year.

E. W. TOWNSEND.

BOSTON
IS THE MARKET

But it is not so much the market as the HOUSE that you ship to. That counts way down in your JEANS. There is one house in Boston that does not claim to be the only fair dealing house there, but they have a reputation of over 30 years back of them, for SQUARE DEALING backed up by the leading shippers throughout the country, and you are taking no chances when you consign your shipment to them. Our Motto is a

Square Deal to Every Man

One of our specialties is STRAWBERRIES. We have seen this business grow from its infancy and have, no doubt sold more strawberries in the past 30 years than any other one house in the country.

We have the finest trade in the country on Good or Fancy Stock. A trade that has followed us for many years and us enables to get our Shippers more for their goods than they can get from some other house with no fancy trade to draw from.

If we have not an agent at your shipping point take the matter up with us at once. We solicit your correspondence as well as your shipments. We handle everything in the fruit and produce line.

L. W. SHERMAN & CO.

75-77 COMMERCIAL STREET, BOSTON.

Members { Boston Chamber Commerce.
Boston Fruit and Produce Exchange.

We recommend L. W. Sherman & Co., to our closest friends. We shipped them 12 solid cars strawberries this season past with good results. E. W. T. & Co.

A QUART OF OUR

SUPERIOR STRAWBERRIES.

E. W. TOWNSEND & CO.

SALISBURY, - - - MARYLAND